

IDAHO REAL ESTATE COMMISSION'S
EDUCATION EXCHANGE

NEWS YOU CAN USE FROM THE EDUCATION DEPARTMENT

JUNE 1, 2006

VOLUME 1 ISSUE 4

Thank you to everyone who attended the 2006 Instructor Development Workshop May 16-17 at the Red Lion Downtowner! We had a fantastic turnout - 110 people attended ! Do you have comments about IDW? Email us at danielle.lefler@irec.idaho.gov.

The Idaho Real Estate Commission thanks the instructors who made the 2006 Instructor Development Workshop so great! Don Van Cleave, Phil Burch, T.J. Angstman, Justin May, Gail Heist and Amy Chorew did a terrific job!
Thank you all for your hard work and dedication!

The Education Department would like to congratulate Arlis Travis on receiving the 2006 Excellence in Education Award!



The other award nominees were:
Corinne Rencher, Mike Gamblin, Mike Johnston, Tom Rhinevault, and Georgia Meacham. Thank you all for making real estate education in Idaho so exciting!

POST LICENSE DEVELOPMENT

On April 20, 2006, Commissioners directed the Education Council to produce a draft post license outline of up to 20 hours and to include sections on Forms, Contract Law, and Negotiating Skills. This draft will be presented to the Commissioners at their meeting on July 19, 2006. BSU's Instructional Performance Technology (IPT) department is responsible for the curriculum development with input from several Education Task Force members: Marvis Brice, Maris Cukurs, Mike Gamblin, Gail Heist, Beckie Kukal and Bill Zales, as well as Chuck Byers and Andy Enrico. BSU's IPT group is lead by Don Stepich and two students: Liz Johnsen and Rob Lyons. If you would like to keep informed on the progress of this project or the history behind it, email Karen at karen.seay@irec.idaho.gov. Any of the project people involved would be happy to answer your questions along the way.

THE APPROVED TEXTBOOK LIST HAS CHANGED!

The Realty Bluebook and Financial Tables are no longer required materials for Salesperson Prelicense courses. Go to: <http://www.irec.idaho.gov/publcs/approved-texts0506.pdf> for a complete list of approved textbooks.



Social Security Numbers and Provider Responsibility. Providers have an important obligation when it comes to the security of students' social security numbers. Idaho statute grants providers limited authority to obtain from students certain information that is regarded as confidential, such as students' personal addresses, and in some cases, social security numbers. Providers are permitted to disclose this confidential information **ONLY** to the Council or Commission as required for the Course Completion Lists.

A course completion list, which includes confidential information, should NEVER be used as a sign in sheet.

Providers must take precautionary measures to ensure that no student's confidentiality is disclosed, even inadvertently, to any other person. **As a provider, have you established a policy and procedure for the collecting and keeping of confidential information?** If not, you need to do so.

Use of License Numbers Instead of Social Security Numbers. A student's license number is not confidential information. A student who is already licensed in Idaho must be permitted to use his or her license number instead of social security number. However, prelicense students generally will not yet have an Idaho license, and therefore, social security numbers will have to be used for Course Completion Lists. Reasonable measures must be taken to protect the confidentiality of such information. Providers may wish to execute confidentiality agreements with their students.

It remains the responsibility of the provider to ensure that the confidential information is not disseminated or used for purposes other than the creation and submission of a course completion list.
Certification Policy 54-2027(5)(b)

Do your course advertisements include the course number? Effective immediately the IREC certified course number **MUST** be included in all advertisements.

EDUCATION EXCHANGE MISSION STATEMENT

The purpose of the Education Exchange is to promote communication and generate ideas between the Idaho Real Estate Commission, Providers, and Instructors. As a regulatory body, it is not the Commission's intent to advertise a particular provider, course, or instructor.

The Education Department would like to welcome the following Courses, Instructors and Providers that have been recently certified. For more information about these Courses, Instructors and Providers, please visit:
<http://www.irec.idaho.gov/certify.html>.

COURSES

Advanced Exchange Concepts
Millionaire Real Estate Agent Lead Generation
Architectural Styles
Time Management Workshop
Inside the Real Estate Loan Process
The Future of Real Estate
Introduction to Commercial Real Estate
High Loan to Value
Leadership Dimensions
Title Insurance for the Real Estate Professional
Commercial Real Estate: Mortgage Servicing
Commercial Structures
Commercial Real Estate: Smart Marketing Practices
Commercial Real Estate: Listing Properties
Principles of Construction Lending
Commercial Real Estate: Understanding Investments
Manufactured and Modular Housing
Paragon Basic: Navigate, Search, Print and E-mail
Paragon Advanced: CMA and Auto E-mail Notification
Millennium Marketing
Seven Key Tax & Financial Issues Every REALTOR® Should Know
How to Build Wealth by Investing in Real Estate
Real Estate Transfer Part I
Real Estate Transfer Part II
1031 Real Estate Exchanges
Advanced 1031 Real Estate Exchanges
Understanding the Needs of the Affluent Buyer and Seller
Investment Real Estate for the First Time Investor
Understanding Title
Beyond the Code of Ethics
David Knox - Commissionectomy
Tax Planning Strategies
Investments Real Estate and the Rental Market
Current Contract Issues and New Forms
E-Business for Real Estate Agents
Digital Imaging for Real Estate Agents
Investments in Self Directed Retirement Plans
Real Estate Related Investments in IRAs and Qualified Plans
Moisture Management
People & Team Management: Personalities to Behaviors
Email for Success; Using Outlook to Improve Real Estate Business
Agents Gone Wild: Don't Try This at Home
Reverse Mortgage Facts: What Every Agent Should Know

PROVIDERS

Advance Real Estate School
The Entrust Group
Healthy World Environmental Inc

INSTRUCTORS

Kathie Nahas
Joseph Newby
Ejay Harris



Do you have a lightbulb idea or an activity you have used successfully in the classroom and would like to share it with other providers and instructors? E-mail us at danielle.leffler@irec.idaho.gov.